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Price Range: ALL | Properties: Single Family Home, Townhome, Condo

		7		Trending V	Versus*:			
Market Profile & Trends Overview	Month	LM	L <sub>3</sub> M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$592,000	1		1				
Average List Price of all Current Listings	\$754,659	+		1	-		-	
March Median Sales Price	\$466,000	1	1	+	+	\$466,750	+	+
March Average Sales Price	\$555,032	1	+	1	+	\$611,272	4	1
Total Properties Currently for Sale (Inventory)	182	1		1	-			
March Number of Properties Sold	21	1	-	1	-	54	+	_
March Average Days on Market (Solds)	72	+	+	1	+	108	1	1
March Month's Supply of Inventory	8.7	+	+	1	+	10.0	+	1
March Sale Price vs List Price Ratio	90.9%	1	1	1	1	84.5%	+	<b>↓</b>

<sup>\*</sup> LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

#### **Property Sales**

March Property sales were 21, equal to 21 in March of 2011 and 40.0% higher than the 15 sales last month. March 2012 sales were at their lowest level compared to March of 2011 and 2010. March YTD sales of 54 are running -6.9% behind last year's year-to-date sales of 58.



The Median Sales Price in March was \$466,000, down -13.7% from \$540,000 in March of 2011 and up 25.9% from \$370,000 last month. The Average Sales Price in March was \$555,032, down -10.9% from \$623,148 in March of 2011 and up 31.3% from \$422,767 last month. March 2012 ASP was at the lowest level compared to March of 2011 and 2010.

Median means Middle (the same # of properties sold above and below Median) (000's)



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#### **Inventory & MSI**

The Total Inventory of Properties available for sale as of March was 182, up 4.0% from 175 last month and down -20.9% from 230 in March of last year. March 2012 Inventory was at the lowest level compared to March of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2012 MSI of 8.7 months was at its lowest level compared with March of 2011 and 2010.

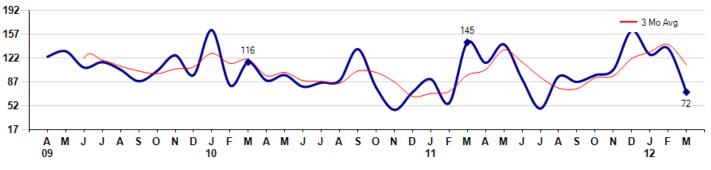
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



#### **Market Time**

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 72, down -47.1% from 136 days last month and down -50.3% from 145 days in March of last year. The March 2012 DOM was at its lowest level compared with March of 2011 and 2010.

Average Days on Market(Listing to Contract) for properties sold during the month



### Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2012 Selling Price vs Original List Price of 90.9% was up from 86.7% last month and up from 86.2% in March of last year.



Based on information from Midwest Real Estate Data LLC for the period 4/1/2009 through 3/31/2012. Due to MLS reporting methods and allowable reporting policy this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. maintained by the MLS's may not reflect all real estate activity in the market.



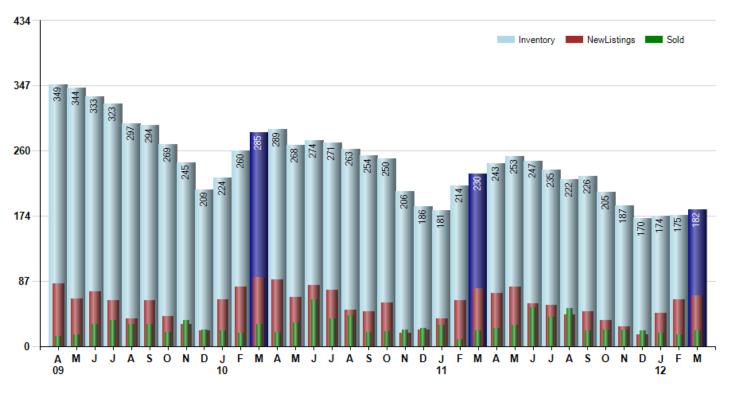
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## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2012 was 67, up 8.1% from 62 last month and down -13.0% from 77 in March of last year.





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Homes Sold 3 Mo. Roll Avg	A 09		J 29 3 19 2			19	N 35 28	D 22 25	J 10 21 26	F 17 20	M 29 22	A 19 22	M 31 26	J 62 37	J 37 43	A 41 47	S 19 32	O 20 27	N 22 20	D 24 22	J 11 28 25	F 9 20	M 21 19	A 24 18	M 28 24	J 51 34	J 39 39	A 50 47	S 21 37	O 22 31	N 22 22		18	F M 15 21 18 18
MedianSalePrice 3 Mo. Roll Avg	1100	M 499 59 58	J 92 59 80 56		650	560	N 620 610	520		F 610 503	M 640 543	A 560 603	M 485 562	559	J 669 596	A 628 643	S 485 594		N 458 495	490		F 413 471	M 540 487	A 527 493	M 536 535		J 700 625	A 560 633					80 3	F M 370 466 458 472
Inventory MSI	A 09 349 27		J 33 32 11 1		294	269	N 245 7		J 10 224 11	F 260 15	M 285 10	A 289 15	M 268 9	J 274 4	J 271 7	A 263 6	S 254 13	O 250 13	N 206 9		J 11 181 6	F 214 24	M 230 11	A 243 10	M 253 9	J 247 5	3 235 6	A 222 4	S 226 11	O 205 9	N 187 9	D J 170 1 8		F M 175 182 12 9
Days On Market 3 Mo. Roll Avg	A 09 124		J 08 11 21 11			103	N 126 106		J 10 163 129		M 116 120	A 89 96	97 101	80 89	J 86 88	89 85	135 103	O 79 101	N 46 87	D 72 66	J 11 91 70	F 56 73	M 145 97		M 142 134	J 91 116	J 48 94	A 95 78	87 77	97 93			27 1	F M 136 72 142 112
Price per Sq Ft 3 Mo. Roll Avg	A 09 236	M 309 24 20	J 47 24 64 26			242		186		F 301 248	M 221 259	A 271 264	M 224 239	J 235 243	J 224 228	A 293 251	328 282	O 199 273	N 259 262	269		F 209 240	M 232 227	A 245 229				A 237 235					247 2	F M 264 219 235 243
Sale to List Price 3 Mo. Roll Avg	A 09 0.839	M 0.880 0.8 0.8	J 65 0.88 61 0.87			0.872 0.889		D 0.875 0.866						J 0.903 0.908		A 0.915 0.908	S 0.877 0.899			0.875 0.885	J 11 0.874 0.885			A 0.886 0.898		J 0.911 0.891			S 0.895 0.902			D J 0.824 0. 0.840 0.	839 0.	F M .867 0.909 .843 0.872
New Listings Inventory Sales	A 09 83 349 13	344 33	J 73 6 33 32 29 3	3 297	294	40 269	N 29 245 35	21	J 10 62 224 21	F 79 260 17	M 92 285 29	89 289 19	M 65 268 31	31 274 62	75 271 37	A 48 263 41	\$ 46 254 19	58 250 20	N 18 206 22	22	J 11 37 181 28	F 61 214 9	77 230 21	A 71 243 24	M 79 253 28	57 247 51	55 235 39	A 42 222 50	S 46 226 21	0 34 205 22	N 26 187 22	170 1	44 74 1	F M 62 67 175 182 15 21
Avg Sale Price 3 Mo. Roll Avg	12100	M 747 64	J 48 69 81 69				N 709 724	609		F 639 584	M 851 664	A 863 784	M 600 771	J 744 736	J 752 699	A 792 763			N 522 607	569					M 620 608			A 612 684	S 655 668				334 4	F M 123 555 590 604

